

## Message Text

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51

ACTION NEA-09

INFO OCT-01 EUR-06 ISO-00 EB-06 RSC-01 DRC-01 /024 W

----- 083475

R 011128Z OCT 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 1092

AMEMBASSY ATHENS

AMEMBASSY LONDON

LIMITED OFFICIAL USE KUWAIT 4238

EO 11652: NA

TAGS: BMEP BEXP

SUBJ: KUWAIT CEMENT DEAL

REF: A) KUWAIT 3830; B) KUWAIT 3953; C) STATE 208064;  
D) STATE 208993

1. EMBASSY UNDERSTANDS JEFF ENCK OF ENCK, HOLLINGSWORTH AND REVEAUX HAS BROUGHT TOGETHER ROGER DREW, A U.S. "PRIVATE BANKER" RESIDENT IN LONDON WITH MEMBERS AL-RASHED FAMILY WHO LARGE SHAREHOLDERS IN KUWAIT CEMENT CO. DREW ALLEGEDLY OFFERING CEMENT AT LESS THAN \$65 MT C&F, KUWAIT. DREW, WHO ORIGINALLY FROM GREENWICH, CONNECTICUT CLAIMS CLOSE FINANCIAL TIES WITH SEVERAL WEALTHY GREEK SHIPOWNERS AND THEREBY CLAIMS ABILITY TO NOT ONLY PROCURE GREEK CEMENT BUT ALSO DELIVER CEMENT WHICH ALWAYS BIG OBSTACLE TO COMPLETING SUCH TRANSACTIONS.

2. GIVEN NATURE THESE DEALS IT DIFFICULT TO DETERMINE IF DREW OR OTHER SUCH TYPES ARE LEGITIMATE. HOWEVER, SINCE DREW HAS COME TO KUWAIT AND IS MEETING ENCK AND EMPLOYEE OF AL-RASHED'S OCT 1 IN ATHENS, IT LIKELY HE, AT LEAST BELIEVES IN HIS ABILITY TO DELIVER REQUIRED 700,000 METRIC TONS.

3. MEANWHILE, WE UNDERSTAND FROM MADOO THAT OFFERS FROM US TO GOK HAVE BEEN MUCH HIGHER THAN KUWAITIS WILLING TO PAY. AMERICAN CEMENT CO WHICH MAY HAVE BEEN BEST US OFFER TO DATE,  
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QUOTED \$100 C&F WHILE KUWAITIS UNLIKELY TO PAY MORE THAN \$70.

4. WOULD APPEAR THAT CEMENT MANUFACTURED IN US BECAUSE OF TRANSPORTATION COSTS IS PRICED OUT OF MARKET AND ONLY OPPORTUNITY FOR ANY US ECONOMIC BENEFIT IS FOR SALE TO BE MADE BY US COMPANY OWNING CEMENT OR CEMENT MANUFACTURING OPERATION IN CLOSER PROXIMITY TO GULF.

5. WE ALSO UNDERSTAND THAT AFTER KUWAITIS COMPLETE THIS DEAL THEY WILL BE IN MARKET FOR STEEL REINFORCING BARS.  
MAU

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 OCT 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CollinP0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974KUWAIT04238  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Previous Handling Restrictions:** n/a  
**Reference:** A) KUWAIT 3830; B) KUWAIT 3953; C) S, TATE 208064;  
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**Review Authority:** CollinP0  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** KUWAIT CEMENT DEAL  
**TAGS:** BEXP, KU  
**To:** COM  
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